



ARMY ACQUISITION REFORM



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SALE and EXCHANGE ***of Non-excess Personal Property Granted***

DOD granted the Army a waiver to DOD policy until August 1, 1999, to allow *sale* as well as *exchange* of old or obsolete non-excess personal property. DOD authorized only exchange authority until now. In acquiring personal property, an agency may exchange or sell similar items and apply the allowance or proceeds as payments, in whole or in part, for the property acquired. If the sale or exchange authority is not used, old or obsolete equipment is generally declared excess and then screened for possible use by other Government agencies before it is disposed of by either donation or sale and the Army gets no value for the equipment. Sale or exchange permits the Army to receive value by applying the proceeds or exchange credits towards the acquisition of similar items. Recent examples of the use of the exchange authority include exchanging old helicopter engines for credit during remanufacture and systems upgrade and exchanging old and obsolete turret trainers for new ones. See Federal property Management Regulation 101-46 and DOD 4140.1R for conditions attached to the use of the authority.

Electronic Master Solicitation at TACOM-Warren

TACOM-Warren's Acquisition Center implemented an electronic master solicitation for simplified acquisitions (under \$100K) of National Inventory Control Point (NICP) items. This reduces the number of standard clauses that appear in individual solicitation/contracts so acquisitions take less time to produce and edit with no loss of legal sufficiency. Shorter documents download faster, so industry benefits too. Average reduction in automatic clauses is estimated at 68% for solicitations and 90% for purchase orders.